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POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JULY 1987

AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	426	62	594	943	132	2,157
AK	Alaska	0	61	0	0	0	61
AZ	Arizona	61	0	15	0	16	92
AR	Arkansas	0	0	2,545	0	37	2,582
CA	California	2,106	870	458	13	797	4,244
CO	Colorado	47	0	76	0	28	151
CT	Connecticut	0	0	0	0	0	0
DE	Delaware	0	0	61	0	25	86
FL	Florida	1,487	717	136	90	2,271	4,701
GA	Georgia	1,366	605	630	1,368	1,904	5,873
HI	Hawaii	0	2,867	0	0	108	2,975
ID	Idaho	335	171	117	41	13	677
IL	Illinois	278	28,404	1,295	368	61	30,406
IN	Indiana	654	4,531	67	812	55	6,119
IA	Iowa	(6)	12,379	8,796	300	33	21,502
KS	Kansas	134	111	359	141	51	796
KY	Kentucky	7	5,918	10	12	29	5,976
LA	Louisiana	49	62	137	377	10	635
ME	Maine	0	0	36	0	0	36
MD	Maryland	0	0	115	30	25	170
MA	Massachusetts	0	0	28	0	14	42
MI	Michigan	(541)	7,035	660	0	38	7,192
MN	Minnesota	16	4,561	6,223	0	51	10,851
MS	Mississippi	0	918	15	2,826	0	3,759
MO	Missouri	188	93	5,636	239	27	6,183
MT	Montana	0	0	277	41	0	318
NE	Nebraska	213	16	298	93	63	683
NV	Nevada	0	0	0	0	0	0
NH	New Hampshire	0	0	0	0	25	25
NJ	New Jersey	0	62	57	97	99	315
NM	New Mexico	1,355	77	165	0	79	1,676
NY	New York	61	190	476	52	41	820
NC	North Carolina	1,901	124	372	1	485	2,883
ND	North Dakota	0	61	355	0	0	416
OH	Ohio	83	16,715	10,099	655	107	27,659
OK	Oklahoma	106	225	709	16	97	1,153
OR	Oregon	92	295	635	0	6	1,028
PA	Pennsylvania	259	0	424	302	61	1,046
RI	Rhode Island	0	34	0	0	50	84
SC	South Carolina	0	669	0	21	265	955
SD	South Dakota	0	16	163	0	0	179
TN	Tennessee	0	221	4,513	0	0	4,734
TX	Texas	1,109	892	1,281	274	304	3,860
UT	Utah	109	14	15	0	0	138
VT	Vermont	0	0	170	0	8	178
VA	Virginia	0	0	334	169	0	503
WA	Washington	15	128	140	67	28	378
WV	West Virginia	0	61	0	0	0	61
WI	Wisconsin	15	5,203	3,694	56	124	9,092
WY	Wyoming	30	0	352	0	0	382
	TOTAL U.S.:	11,955	94,368	52,538	9,404	7,567	175,832
CANADA							
AB	Alberta	0	0	350	126	0	476
BC	Brit. Columbia	0	0	68	10	0	78
MB	Manitoba	0	21	46	14	0	81
NB	New Brunswick	0	8	68	0	0	76
NF	Newfoundland	0	0	0	0	0	0
NS	Nova Scotia	0	0	649	0	0	649
ON	Ontario	0	5,032	3,292	62	222	8,608
PE	Pr.Edward Isle	0	0	1,052	0	0	1,052
PQ	Quebec	0	92	3,753	0	60	3,905
SK	Saskatchewan	0	1,500	2,169	0	0	3,669
	TOTAL CAN:	0	6,653	11,447	212	282	18,594
*EXPORT SALES:		174,151	44,857	100,938	8,288	6,206	334,440
TOTAL AG SALES		186,106	145,878	164,923	17,904	14,055	528,866
NON-AG U.S.		23,592	-	-	6,048	262	29,902
	Canada	1,925	-	-	138	40	2,103
	*Exports	8,121	-	-	2,912	0	11,033
TOTAL NON-AG SALES		33,638	-	-	9,098	302	43,038
GRAND TOTAL		**219,744**	**145,878**	**164,923**	**27,002**	**14,357**	**571,904**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JULY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	9,066	0	2,485	11,551
Bolivia	0	0	2,005	0	0	2,005
Brazil	14,786	26,701	53,590	0	0	95,077
Chile	0	673	0	0	0	673
China	32,155	0	0	0	0	32,155
Columbia	0	4,085	0	0	0	4,085
Costa Rica	5,390	0	975	0	485	6,850
Denmark	12,459	0	0	0	0	12,459
Dom. Republic	0	0	3,505	0	121	3,626
Ecuador	0	0	842	0	0	842
Guatemala	3,499	0	0	0	0	3,499
Holland	0	0	18,968	0	0	18,968
Honduras	0	0	419	0	0	419
Indonesia	29,750	0	0	0	0	29,750
Japan	12,066	9,713	3,996	8,288	2,936	36,999
Korea	10,101	0	0	0	0	10,101
Malaysia	14,370	0	0	0	0	14,370
Mexico	14,982	0	0	0	19	15,001
Panama	0	0	1,481	0	160	1,641
Peru	4,318	0	0	0	0	4,318
Switzerland	20,275	3,685	6,075	0	0	30,035
West Germany	0	0	16	0	0	16
TOTAL AG:	174,151	44,857	100,938	8,288	6,206	334,440
NON-AGRICULTURAL						
Japan	4,178	0	0	0	0	4,178
Korea	126	0	0	0	0	126
Mexico	433	0	0	0	0	433
Switzerland	0	0	0	2,912	0	2,912
United Kingdom	50	0	0	0	0	50
West Germany	3,334	0	0	0	0	3,334
TOTAL NON-AG:	8,121	0	0	2,912	0	7,699
TOTAL EXPORTS:	**182,272**	**44,857**	**100,938**	**11,200**	**6,206**	**342,139**

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		JULY 1987	JULY 1986
AL	Alabama	2,157	9,338
AK	Alaska	61	286
AZ	Arizona	92	91
AR	Arkansas	2,582	220
CA	California	4,244	2,663
CO	Colorado	151	102
CT	Connecticut	0	263
DE	Delaware	86	237
FL	Florida	4,701	5,561
GA	Georgia	5,873	5,294
HI	Hawaii	2,975	1,276
ID	Idaho	677	889
IL	Illinois	30,406	8,900
IN	Indiana	6,119	4,339
IA	Iowa	21,502	14,182
KS	Kansas	796	1,662
KY	Kentucky	5,976	6,579
LA	Louisiana	635	168
ME	Maine	36	130
MD	Maryland	170	240
MA	Massachusetts	42	178
MI	Michigan	7,192	5,511
MN	Minnesota	10,851	6,609
MS	Mississippi	3,759	(930)
MO	Missouri	6,183	9,768
MT	Montana	318	185
NE	Nebraska	683	530
NV	Nevada	0	15
NH	New Hampshire	25	36
NJ	New Jersey	315	332
NM	New Mexico	1,676	240
NY	New York	820	2,641
NC	North Carolina	2,883	3,675
ND	North Dakota	416	447
OH	Ohio	27,659	5,391
OK	Oklahoma	1,153	978
OR	Oregon	1,028	1,001
PA	Pennsylvania	1,046	2,186
RI	Rhode Island	84	0
SC	South Carolina	955	1,746
SD	South Dakota	179	32
TN	Tennessee	4,734	3,673
TX	Texas	3,860	5,737
UT	Utah	138	229
VT	Vermont	178	296
VA	Virginia	503	160
WA	Washington	378	348
WV	West Virginia	61	180
WI	Wisconsin	9,092	12,288
WY	Wyoming	382	61
	TOTAL U.S.:	175,832	125,963
CANADA			
AB	Alberta	476	85
BC	Brit. Columbia	78	6,241
MB	Manitoba	81	(116)
NB	New Brunswick	76	310
NF	Newfoundland	0	0
NS	Nova Scotia	649	0
ON	Ontario	8,608	2,318
PE	Pr.Edward Isle	1,052	64
PQ	Quebec	3,905	351
SK	Saskatchewan	3,669	72
	TOTAL CAN:	18,594	9,325
EXPORT SALES:		334,440	355,313
TOTAL AGRICULTURAL		528,866	490,601
Non-Ag U.S.		29,902	24,765
	Canada	2,103	389
	Exports	11,033	3,800
TOTAL NON-AGRICULTURAL		43,038	28,954
GRAND TOTAL		571,904	519,555

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	426	0	594	943	1,963
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	2,440	0	2,440
CA California	0	0	0	13	13
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	0	0	0
DE Delaware	0	0	61	0	61
FL Florida	1,421	717	136	90	2,364
GA Georgia	1,212	605	630	1,368	3,815
HI Hawaii	0	2,737	0	0	2,737
ID Idaho	0	34	48	41	123
IL Illinois	278	28,404	1,295	368	30,345
IN Indiana	654	4,531	67	912	6,064
IA Iowa	(61)	12,192	8,612	300	21,043
KS Kansas	0	0	0	55	55
KY Kentucky	0	5,918	10	12	5,940
LA Louisiana	0	0	0	0	0
ME Maine	0	0	36	0	36
MD Maryland	0	0	115	30	145
MA Massachusetts	0	0	28	0	28
MI Michigan	(541)	7,035	660	0	7,154
MN Minnesota	0	4,561	6,207	0	10,768
MS Mississippi	0	918	0	2,826	3,744
MO Missouri	0	15	2,993	232	3,240
MT Montana	0	0	277	41	318
NE Nebraska	61	0	0	93	154
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	62	57	97	216
NM New Mexico	0	0	0	0	0
NY New York	61	190	476	52	779
NC North Carolina	1,840	124	372	1	2,337
ND North Dakota	0	61	355	0	416
OH Ohio	83	16,715	10,099	655	27,552
OK Oklahoma	0	148	15	0	163
OR Oregon	31	96	351	0	478
PA Pennsylvania	243	0	424	302	969
RI Rhode Island	0	34	0	0	34
SC South Carolina	0	669	0	0	669
SD South Dakota	0	16	163	0	179
TN Tennessee	0	221	4,498	0	4,719
TX Texas	0	0	(16)	0	(16)
UT Utah	0	0	0	0	0
VT Vermont	0	0	170	0	170
VA Virginia	0	0	334	169	503
WA Washington	15	107	140	67	329
WV West Virginia	0	61	0	0	61
WI Wisconsin	0	5,203	3,694	56	8,953
WY Wyoming	0	0	352	0	352
TOTAL U.S.:	5,723	91,435	45,693	8,623	151,474
CANADA					
AB Alberta	0	0	350	126	476
BC Brit. Columbia	0	0	68	10	78
MB Manitoba	0	21	46	14	81
NB New Brunswick	0	8	68	0	76
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	649	0	649
ON Ontario	0	5,032	3,292	62	8,386
PE Pr.Edward Isle	0	0	1,052	0	1,052
PQ Quebec	0	92	3,753	0	3,845
SK Saskatchewan	0	1,500	2,169	0	3,669
TOTAL CAN:	0	6,653	11,447	212	18,312
*EXPORT SALES:	164,227	35,559	75,443	8,288	283,517
TOTAL AG SALES	169,950	133,647	132,583	17,123	453,303
NON-AG U.S.	13,772	-	-	5,170	18,942
Canada	1,925	-	-	138	2,063
*Exports	339	-	-	2,912	3,251
TOTAL NON-AG SALES	16,036	-	-	8,220	24,256
GRAND TOTAL	**185,986**	**133,647**	**132,583**	**25,343**	**477,559**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	9,066	0	9,066
Brazil	14,786	24,700	37,338	0	76,824
China	32,155	0	0	0	32,155
Denmark	12,459	0	0	0	12,459
Guatemala	3,499	0	0	0	3,499
Holland	0	0	18,968	0	18,968
Indonesia	29,750	0	0	0	29,750
Japan	12,066	7,174	3,996	8,288	31,524
Korea	10,101	0	0	0	10,101
Malaysia	14,370	0	0	0	14,370
Mexico	14,766	0	0	0	14,766
Switzerland	20,275	3,685	6,075	0	30,035
TOTAL AG:	164,227	35,559	75,443	8,288	283,517
NON-AGRICULTURAL					
Japan	163	-	-	0	163
Korea	126	-	-	0	126
Switzerland	0	-	-	2,912	2,912
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	339	-	-	2,912	3,251
TOTAL EXPORTS:	**164,566**	**35,559**	**75,443**	**11,200**	**286,768**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JULY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	62	0	0	132	194
AK Alaska	0	0	0	0	0	0
AZ Arizona	61	0	15	0	16	92
AR Arkansas	0	0	105	0	37	142
CA California	2,106	870	458	0	797	4,231
CO Colorado	47	0	76	0	28	151
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	25	25
FL Florida	66	0	0	0	2,271	2,337
GA Georgia	154	0	0	0	1,904	2,058
HI Hawaii	0	130	0	0	108	238
ID Idaho	335	137	69	0	13	554
IL Illinois	0	0	0	0	61	61
IN Indiana	0	0	0	0	55	55
IA Iowa	55	187	184	0	33	459
KS Kansas	134	111	359	86	51	741
KY Kentucky	7	0	0	0	29	36
LA Louisiana	49	62	137	377	10	635
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	25	25
MA Massachusetts	0	0	0	0	14	14
MI Michigan	0	0	0	0	38	38
MN Minnesota	16	0	16	0	51	83
MS Mississippi	0	0	15	0	0	15
MO Missouri	188	78	2,643	7	27	2,943
MT Montana	0	0	0	0	0	0
NE Nebraska	152	16	298	0	63	529
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	25	25
NJ New Jersey	0	0	0	0	99	99
NM New Mexico	1,355	77	165	0	79	1,676
NY New York	0	0	0	0	41	41
NC North Carolina	61	0	0	0	485	546
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	107	107
OK Oklahoma	106	77	694	16	97	990
OR Oregon	61	199	284	0	6	550
PA Pennsylvania	16	0	0	0	61	77
RI Rhode Island	0	0	0	0	50	50
SC South Carolina	0	0	0	21	265	286
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	15	0	0	15
TX Texas	1,109	892	1,297	274	304	3,876
UT Utah	109	14	15	0	0	138
VT Vermont	0	0	0	0	8	8
VA Virginia	0	0	0	0	0	0
WA Washington	0	21	0	0	28	49
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	15	0	0	0	124	139
WY Wyoming	30	0	0	0	0	30
TOTAL U.S.:	6,232	2,933	6,845	781	7,567	24,358
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	222	222
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	60	60
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	282	282
*EXPORT SALES:	9,924	9,298	25,495	0	6,206	50,923
TOTAL AG SALES	16,156	12,231	32,340	781	14,055	75,563
NON-AG U.S.	9,820	-	-	878	262	10,960
Canada	0	-	-	0	40	40
*Exports	7,782	-	-	0	0	7,782
TOTAL NON-AG SALES	17,602	-	-	878	302	18,782
GRAND TOTAL	**33,758**	**12,231**	**32,340**	**1,659**	**14,357**	**94,345**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

JULY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	2,485	2,485
Bolivia	0	0	2,005	0	0	2,005
Brazil	0	2,001	16,252	0	0	18,253
Chile	0	673	0	0	0	673
Columbia	0	4,085	0	0	0	4,085
Costa Rica	5,390	0	975	0	485	6,850
Dom. Republic	0	0	3,505	0	121	3,626
Ecuador	0	0	842	0	0	842
Honduras	0	0	419	0	0	419
Japan	0	2,539	0	0	2,936	5,475
Mexico	216	0	0	0	19	235
Panama	0	0	1,481	0	160	1,641
Peru	4,318	0	0	0	0	4,318
West Germany	0	0	16	0	0	16
TOTAL AG:	9,924	9,298	25,495	0	6,206	50,923
NON-AGRICULTURAL						
Japan	4,015	-	-	0	0	4,015
Mexico	433	-	-	0	0	433
West Germany	3,334	-	-	0	0	3,334
TOTAL NON-AG:	7,782	-	-	0	0	7,782
TOTAL EXPORTS:	**17,706**	**9,298**	**25,495**	**0**	**6,206**	**58,705**